CONCEPT NOTE

Workshop:	**Mobilizing the Private Sector "How credit insurance can increase lending and manage balance sheets of development finance institutions"**
Date and time:	Monday, May 12	2:30 p.m. – 4:00 p.m.
Organizers/Partners:	The Texel Group / AXA XL
Coordinator(s):	Ben Roberts (The Texel Group) Navid Shahidinejad (AXA XL)

Objective:	To provide an overview to the attendees of the Credit Insurance product for mobilizing development private sector capital and balance sheet management.
Session format:	Mark with an "X" the format in which the session will take place: [ ] **Panel**: considers a main table with a moderator and panelists. [ ] **Roundtable**: refers to an "O"/"U"-shaped discussion format. [X] **Seminar**: includes 1 or 2 experts teaching the session.
List of speakers:	• Ben Roberts (The Texel Group), President, United States of America • Navid Shahidinejad (AXA XL), Senior Underwriter, United States of America
Run of show:	1. **Introduction** An overview of the credit insurance product as relevant for development finance. We will summarize the key features of the credit insurance product. The credit insurance market.We will provide an overview of the companies who provide credit insurance including their location, ratings and how they interact with development finance institutions. 2. **Why use Credit Insurance** A summary of some of the key benefits of using credit insurance for development finance entities including a) the mobilization of the private sector, b) balance sheet optimization and c) lending growth. 3. **Case studies and examples of development finance entities using credit insurance.** We will look into some case study examples of the use of Credit Insurance by development finance institutions, highlighting different structures utilized. Examples will be based upon public information released on certain transactions as well as anonymized examples of structures and transactions. Potential examples include: • IFC MCPP Programs • AfDB Room II Run 2 • IDB Sovereign Portfolio • IDB Invest Securitization • African DFI Securitization • European DFI Asset-by-Asset coverage • Coverage of investor participation on DFI transaction We will prepare a presentation for the seminar but will also look to ensure that participants are able to raise questions during the sessions so that it can be interactive, and we address points of interest that participants have.
Session language:	Mark with an "X" the language in which the session will be conducted. [ ] Spanish **[X] English**